



Corps of Engineers Employee Named Small Business Specialist of Year

GEORGE HALFORD

Washington, D.C. — Susan Price, Seattle District, U.S. Army Corps of Engineers, is the 1998 U.S. Army Small Business Specialist of the Year. She was selected from small business specialists from every installation, post, camp, and station in the U.S. Army.

In ceremonies today at the Corps' Washington, D.C., headquarters, Lt. Gen. Joe N. Ballard, Chief of Engineers and Tracey [Pinson], Director of the U.S. Army Small Business Office, cited Price for her personal commitment, technical expertise, and energetic approach to enhancing the success of the Small Business Program.

Under Price's leadership, the Seattle District's program excelled, with over half of all contract dollars awarded to small business enterprises, [Pinson] said. In addition, she said the district awarded 20 percent to small disadvantaged businesses and more than 11 percent to women-owned small businesses.

Ballard also presented Price with the Corps' Small Business Specialist of the Year Award. "Price's hard work," he said, "is allowing us to reach out and empower the small business community. The small business program is good for the Corps and good for the nation."

During the past year, Price developed, organized, and managed a regional Small Business Opportunity Fair. The small business community met with 105 exhibitors including large prime contractors, federal, state, and city procurement representatives. Price presented two educational seminars at the fair — "Doing Business with the Government via the Internet and Electronic Bid Sets" and "Internet Marketing through the U.S. Small Business Administration's Procurement Network."

Price is arranging an all-government fair with Navy, Air Force, General Services Administration, Small Business Administration, and Washington State participation. Consolidating all the public entities into one event will strengthen the regions' efforts to achieve common training goals for the small business community.

Price began her USACE career with the Seattle District in 1982 as a Contract Specialist and has been Seattle District's Small Business Specialist for more than eight years.

USACE exceeded all expectations in the Small Business Program in fiscal year 1998. USACE led all major Army commands in prime contract awards to small businesses, small disadvantaged businesses, and women-owned small businesses. USACE accounted for one-third of the Army's prime contract awards to small businesses, small disadvantaged businesses, and women-owned small businesses.

USACE maintains a strong outreach program designed to enhance small disadvantaged business participation in procurements. It includes participation in small business program conferences, seminars, and procurement fairs. Also, small disadvantaged businesses are actively counseled on how to do business with the U.S. Army Corps of Engineers.

The 3rd Annual USACE Small Business Conference is in Arlington, Va., Dec. 13-14, at the Crystal Gateway Marriott Hotel. The conference provides small businesses with information about USACE engineering, construction, environmental, and research and development activities.

The purpose of the conference is to increase their ability to compete and win contracts. One of the high points of the conference is the Small Business Opportunities Fair, Tuesday, Dec 14. The fair provides a direct exchange of information between USACE District Commanders and small businesses. Additional information about the conference is on [the] Small Business Web site: <http://www.usace.army.mil/inet/functions/sb/>

Editor's Note: Halford is with the Public Affairs Office, Headquarters, U.S. Army Corps of Engineers. This information is in the public domain at <http://www.dtic.mil/armylink/news/> on the World Wide Web.